



Northeast Legislative Strategies, Inc.

152 Essex Street
Beverly, Massachusetts 01915

(508) 921-1988

January 24, 1992

*Dennis M. Dyer,
President*

Susan M. Stuntz, Senior Vice president
THE TOBACCO INSTITUTE
Suite 800
1875 I Street, N.W.
Washington, D.C. 20006

Dear Susan,

Attached for your action is a proposal to implement a six state BCIA program in the New England region. It is my opinion that the development of state BCIA's in each of the six New England states will allow you to benefit from some economies of scale. More importantly, the plan recognizes the cohesive nature of the region both economically and politically.

I think the program is ambitious, but one that can be successful for your division and the industry. Please let me know if this is the program that you would like to implement at you earliest convenience.

Sincerely,


Dennis M. Dyer
President